

Message Text

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PAGE 01 TOKYO 18454 160815Z
ACTION EA-09

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UNCLAS TOKYO 18454

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: TC MARCH BUILDING PRODUCTS SHOW - 2ND LOCAL SOLICITATION
REPORT - WEEK ENDING DEC 17, 1976

IGM PA'S RECEIVED FM OIM: ZERO
II. PA'S RECEIVED LOCALLY: FOUR
1. RIDGE DIVISION
2. SHINWA TRADING & ENGINEERING REPRESENTINNG
A. CONSTRUCTION LASER SYSTEMS
B. VERMETTE MACHINE CO

3. THOMAS INDUSTRIES

4. YANASE & CO REPRESENTING
A. CROSSFIELD PRODUCTS
B. FUTURUS INC

III. PA'S EXPECTED FROM OIM: TWENTY-FOUR

1. AGL CORP
2. AMBRITONE PAINT
3. AMERICAN EVERGUARD
4. BOISE CASCADE
5. BRAND S CORP
6. CARRIER INTL
7. ED THOMPSON CO
8. GENIE INDUSTRIES
9. GREFCO
10. HALO LIGHTING

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11. KINKEAD

12. LENOX INDUSTRIES
13. LINDAL CEDAR HOMES
14. MAMECO INTL
15. MICRO-GRADE LASER
16. PHIFER INTL
17. SENCO PRODUCTS
18. SOLAR MARK THREE CO
19. SPECTRA PHYSICS
20. UNIVERSAL FORM & CLAMP
21. VAN MARK CORP
22. WABO-WATSON BOWMAN
23. WALLS & FLOOR TREATMENT
24. WESTINGHOUSE/ARCHITECTURAL SYSTEMS DIV

IV. PA'S PENDING LOCALLY: SIX

1. BLACK & DECKER JAPAN
2. CLARY CORP/NITTSU SHOJI/SHIGEICHI KIKAI
3. ISAACS CO REPRESENTING
 - A. KIMBERLY CLARK, SHASTA DIV
 - B. PITTSBURGH CORNING CORP
 - C. PPG INDUSTRIES
4. MASONITE/EVERSHARP
5. PASLODE DIV/SIGNODE NIPPON
6. WEST POINT PEPPEREL/TORAY INDUSTRIES

V. LOCAL STRONG POSSIBLES: TWO

1. INGERSOLL-RAND JAPAN REPRESENTING
 - A. INGERSOLL-RAND TOOL DIV
 - B. PROTO TOOLS
 - C. SCHLAGE LOCK CO
 - D. SCHLAGE ELECTRONICS
2. KWIKSET SALES/ITOHTAKA CORP

VI. PENDING LOCAL CONTACTS: THREE

1. GRUMMAN INTL
2. EMERSON ELECTRIC
3. INDUSTRIAL COMBUSTION

VII. SUMMARIZING PARA I THRU IV,, TC COUNTS TOTAL 34
PARTICIPANTS REPRESENTING 38 U.S. FIRMS.
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HODGSON

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NNN

Message Attributes

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Margaret P. Grafeld
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